ADA

American
Dental
Association

The Bureau of Economic and
Behavioral Research

211 East Chicago Avenue
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The 1987 Survey of Dental Practice

Sources of Payment for Dental Services

February, 1988

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SOURCES OF PAYMENT FOR DENTAL SERVICES
FOR THE YEAR 1986

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HIGHLIGHTS

* Please note that statistics are reported for independent dentists for the United States as a whole, and for each of the nine U.S. census regions. Gross income figures are reported for the entire primary practice in which the responding dentist worked (1986), as are the gross receipts.

* Among all independent dentists nationally, direct patient payment for dental services accounted for 47.8% of the gross income of private practitioners. This compares to 46.4% paid by private insurance and 4.9% by government programs.

* For independent general practitioners, 45.6% of gross income was paid by patients directly, 48.3% by private insurance and 5.1% by government programs. In comparison, 54.3% of the gross income of independent specialists was paid directly by patients, 40.4% was paid by private insurance and 4.4% by government programs.

* Among all independent dentists, 2.9% reported no contribution to gross income from private insurance. This compares to 2.4% of independent general practitioners and 5.8% of independent specialists who report no income from private insurance.

* Nearly half of all independent dentists reported no payments from government programs. This figure represents the 49.3% of independent general practitioners and 53.4% of independent specialists who report no income from government programs.

* Across geographical regions, the percentage of independent dentists' gross income paid by private insurance ranged from a low of 39.9% in the West South Central region to a high of 53.4% in the Pacific region.

* The percentage of gross income from government programs ranged from 3.3% in the West South Central region to 8.0% in the East South Central region.

* The percentage of dentists with no private insurance payments ranged from 0.5% in the Mountain region to 5.2% in the West South Central region.

* The percentage of dentists with no payments from government programs ranged from 31.0% in the West North Central region to 59.1% in the South Atlantic region.

INTRODUCTION

This report provides descriptive statistics from the 1987 Survey of Dental Practice regarding sources of payment for dental services for independent private practitioners. Statistics are reported for the nation as a whole and for each of the nine census regions. Percentages of gross income received from the following sources are reported: direct patient payment, payment from government programs (Medicare, Medicaid, or other public insurance), direct payment from private insurance carriers, and other sources (capitation or pre-paid, worker's compensation, trust fund, charity or not-for-profit, etc.). Detailed tables present figures for general practitioners and specialists separately, as well as weighted figures for all dentists.

The mean gross income used in this report represents gross income for the entire practice. No attempt was made to adjust this figure on a "per dentist" basis. The regions in which income is higher may contain a higher percentage of multiple dentist practices.

ALL UNITED STATES

On average, direct patient payment accounted for 47.8% of the gross income of private practitioners. Private dental insurance accounted for 46.4% of gross income, while government programs contributed only 4.9%.

Independent specialists received more of their gross income from direct patient payment than did general practitioners (54.3% versus 45.6%, respectively). General practitioners received a larger portion of their gross income from private insurance than did specialists (48.3% and 40.4%, respectively). The mean gross income for all independent private practitioners was $280,167. Independent specialists' gross income exceeded that of general practitioners by 50.4%.

Of all independent private practitioners, only 2.9% received no payment from private dental insurance. An average of 5.8% of independent specialists received no payment from dental insurance, while only 2.4% of general practitioners reported no payment from this source. About half of all independent private practitioners received no payment from government programs. This figure was similar for both independent general practitioners and specialists.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
UNITED STATES

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$249973	1373	$376130	432	$280167	1805
DIRECT PATIENT PAYMENT	45.62	1425	54.31	466	47.76	1891
PRIVATE DENTAL INSURANCE	48.34	1425	40.36	466	46.38	1891
GOVERNMENT PROGRAMS	5.11	1425	4.39	466	4.93	1891
BY OTHER MEANS	0.93	1425	0.94	466	0.93	1891

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	2.4	34	5.8	27	2.9	55
GOVERNMENT PROGRAMS	49.3	702	53.4	249	49.9	944

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

NEW ENGLAND

The overall gross income for independent private practitioners in New England was $288,565, which was 3.0% higher than the national average. The average salaries of both general practitioners and specialists exceeded the respective national means.

New England dentists received proportionately more of their income from private insurance and proportionately less from direct patient payment than was suggested by the national averages. They received about the same percentage of their income from government sources as did dentists across the United States (4.2% versus 4.9%).

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
NEW ENGLAND

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$250741	83	$389835	31	$288565	114
DIRECT PATIENT PAYMENT	41.98	90	50.51	35	44.37	125
PRIVATE DENTAL INSURANCE	52.99	90	45.57	35	50.91	125
GOVERNMENT PROGRAMS	4.74	90	2.86	35	4.22	125
BY OTHER MEANS	0.29	90	1.06	35	0.50	125

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	3.3	3	5.7	2	3.7	5
GOVERNMENT PROGRAMS	37.8	34	57.1	20	41.1	51

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MIDDLE ATLANTIC

The overall gross income for independent private practitioners in the Middle Atlantic was $278,062, which was less than 1% less than the national average.

In a few cases, the percentages of income received as direct patient payment or private dental insurance payment varied from the national trends. Compared to dentists across the nation, dentists in the Middle Atlantic region received lower percentages of their income from both direct patient payment and private insurance and more from government programs (5.6% versus 4.9%).

Few Middle Atlantic independent dentists received payment from government programs. While 50.1% of the dentists in the U.S. received at least some income from government sources, only 42.4% of the dentists in the Middle Atlantic region did.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
MIDDLE ATLANTIC

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$250055	221	$354476	81	$278062	302
DIRECT PATIENT PAYMENT	46.26	249	59.76	91	49.87	340
PRIVATE DENTAL INSURANCE	47.88	249	33.41	91	44.01	340
GOVERNMENT PROGRAMS	5.36	249	6.18	91	5.58	340
BY OTHER MEANS	0.50	249	0.66	91	0.54	340

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	2.8	7	9.9	9	4.0	13
GOVERNMENT PROGRAMS	57.4	143	58.2	53	57.6	194

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

SOUTH ATLANTIC

The overall gross income for independent private practitioners in the South Atlantic was $294,355, 5.1% more than the national average.

When compared to national averages, a higher percentage of gross income in the South Atlantic region was received from direct patient payment (53.4% versus 47.8%), while a lower percentage was received from private dental insurance (42.2% versus 46.4%).

A slightly higher percentage of South Atlantic dentists received no payments from dental insurance than did dentists across the nation (4.1% and 2.9%, respectively). Similarly, a lower percentage of the South Atlantic dentists received payments from government programs (40.9% versus 50.1% for the nation).

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
SOUTH ATLANTIC

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$257525	198	$394251	73	$294355	271
DIRECT PATIENT PAYMENT	50.48	197	60.99	77	53.43	274
PRIVATE DENTAL INSURANCE	44.92	197	35.35	77	42.23	274
GOVERNMENT PROGRAMS	3.76	197	3.40	77	3.66	274
BY OTHER MEANS	0.84	197	0.26	77	0.68	274

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	3.6	7	6.5	5	4.1	11
GOVERNMENT PROGRAMS	61.4	121	48.1	37	59.1	159

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EAST SOUTH CENTRAL

Mean gross income for the East South Central region was reported at $244,223, 12.8% lower than the national average. Independent general practitioners' income was 16.7% lower, while specialists' income was 5.1% lower.

The percentages of gross income received from direct patient payment, private dental insurance and government programs did not vary significantly from the national averages, except in a few cases. East South Central dentists received a greater percentage of their gross income from government programs than did dentists nationwide. Almost 8.0% of their income was derived from government sources, whereas the national figure was closer to 4.9%. Similarly, a larger percentage of the dentists in the East South Central region received government payments (56.3%) than did in the United States as a whole (50.1%).

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
EAST SOUTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$208165	72	$357102	23	$244223	95
DIRECT PATIENT PAYMENT	49.73	73	45.16	25	48.56	98
PRIVATE DENTAL INSURANCE	43.03	73	42.24	25	42.83	98
GOVERNMENT PROGRAMS	7.03	73	10.64	25	7.95	98
BY OTHER MEANS	0.22	73	1.96	25	0.66	98

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	1.4	1	4.0	1	1.8	2
GOVERNMENT PROGRAMS	46.6	34	28.0	7	43.7	43

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EAST NORTH CENTRAL

The mean gross income for independent private practitioners in the East North Central region was $297,712, which was 6.3% above the national mean and the highest regional mean. Specialists' income was 20.6% higher than the national average.

The percentage of payment received from private dental insurance was slightly higher than the national average. Direct patient payment accounted for a slightly smaller percentage of the total receipts in the East North Central region than nationally (43.3% versus 47.8%). Government program contribution to gross receipts did not vary substantially from the national average.

The overall averages for East North Central independent dentists reporting no income from either private dental insurance or government programs were very similar to the national figures.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
EAST NORTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$255969	243	$453769	65	$297712	308
DIRECT PATIENT PAYMENT	42.58	246	45.91	66	43.29	312
PRIVATE DENTAL INSURANCE	50.85	246	48.98	66	50.46	312
GOVERNMENT PROGRAMS	5.89	246	3.94	66	5.48	312
BY OTHER MEANS	0.68	246	1.18	66	0.79	312

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	2.0	5	6.1	4	2.5	8
GOVERNMENT PROGRAMS	51.2	126	56.1	37	51.8	165

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

WEST SOUTH CENTRAL

The mean overall gross income in the West South Central region was reported at $267,310, which is 4.6% lower than the national average.

Dentists in this region received more of their gross income from direct patient payment when compared to national figures (55.2% versus 47.8%). A smaller percentage of gross income was paid by private insurance in this region (39.9% versus 46.4%). A higher percentage of dentists (5.2% versus 2.9%) reported that they received no income from private dental insurance.

Roughly 56.6% (as compared to 49.9% nationally) received no payment from government programs.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
WEST SOUTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$223819	130	$428844	35	$267310	165
DIRECT PATIENT PAYMENT	54.35	134	58.03	39	55.18	173
PRIVATE DENTAL INSURANCE	40.31	134	38.62	39	39.93	173
GOVERNMENT PROGRAMS	3.45	134	2.82	39	3.31	173
BY OTHER MEANS	1.90	134	0.54	39	1.59	173

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	6.0	8	2.6	1	5.2	9
GOVERNMENT PROGRAMS	57.5	77	51.3	20	56.6	99

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

WEST NORTH CENTRAL

Independent private practitioners in this region reported a mean gross income of $262,748, which is 6.2% lower than the national average. Independent general practitioners' gross income was lower than the national average, while independent specialists' average gross income was slightly higher.

The percentage of gross income received from various sources did not differ substantially from national means. However, dentists in the West North Central region received a larger portion of their income from government programs (6.3%) than did dentists nationally (4.9%). Furthermore, proportionately more dentists in this region received government payments than did dentists nationally (69.0% versus 50.1%). This difference was most striking among general practitioners; 71.1% of West North Central dentists received at least some of their income from government programs whereas only 50.7% did nationally.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
WEST NORTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$256486	110	$292698	23	$262748	133
DIRECT PATIENT PAYMENT	46.86	114	56.24	25	48.55	139
PRIVATE DENTAL INSURANCE	45.21	114	39.48	25	44.18	139
GOVERNMENT PROGRAMS	6.72	114	4.20	25	6.27	139
BY OTHER MEANS	1.22	114	0.08	25	1.01	139

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	0.9	1	8.0	2	1.6	2
GOVERNMENT PROGRAMS	28.9	33	48.0	12	31.0	45

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MOUNTAIN

Independent private practitioners in the Mountain region reported a mean gross income of $244,388, which was 12.8% below the national average.

The Mountain region did not vary much from the national averages in terms of percentages of income received from direct patient payment, private dental insurance, and government programs.

When compared to the nation as a whole, more independent dentists in the Mountain region received payment from government programs; only 42.5% reported that they received no payment from government programs (compared to 49.9% nationally). Furthermore, almost all dentists (99.5%) in the Mountain region received some payments from private insurance companies. Nationally, the figure was 94.2%.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
MOUNTAIN

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$228265	80	$292162	27	$244388	107
DIRECT PATIENT PAYMENT	48.61	82	51.93	30	49.50	112
PRIVATE DENTAL INSURANCE	45.63	82	42.73	30	44.86	112
GOVERNMENT PROGRAMS	4.55	82	3.23	30	4.20	112
BY OTHER MEANS	1.21	82	2.10	30	1.45	112

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	2.4	2	3.3	1	0.5	1
GOVERNMENT PROGRAMS	39.0	32	60.0	18	42.5	47

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PACIFIC

The mean gross income for the Pacific region was $290,250. This is approximately 3.6% higher than the national figure.

This region had the highest percentage of gross income received from private dental insurance, 53.4%. Independent general practitioners received 56.3% of their gross income from private dental insurance. This was considerably higher than the national independent general practitioner average (56.3% versus 47.3%). Specialists received 44.0% of their income from insurance (compared to 40.4% nationally).

All but 1.3% of the dentists in this region reported receiving some payment from private dental insurance. When compared to the national average, more Pacific region dentists reported receiving payment from government programs, with 44.5% reporting no payment from government programs. The national average for receiving no government payments was 49.9%.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
PACIFIC

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$271861	232	$350339	71	$290250	303
DIRECT PATIENT PAYMENT	37.23	235	50.76	75	40.50	310
PRIVATE DENTAL INSURANCE	56.34	235	44.01	75	53.36	310
GOVERNMENT PROGRAMS	5.15	235	3.76	75	4.82	310
BY OTHER MEANS	1.28	235	1.47	75	1.32	310

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	0.9	2	4.0	3	1.3	4
GOVERNMENT PROGRAMS	42.6	100	56.0	42	44.5	138

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1987 Survey of Dental Practice (SDP) was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

Sampling

The population consisted of 134,678 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 distribution is the most recent complete census, the sampling frame is updated by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty we may not have enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1987 SDP was initially mailed in April 1987. Two follow-up mailings to non-respondents occurred in May and June 1987. A telephone follow-up to nonrespondents was conducted in July and August 1987. Coding, hand-editing, and computer processing were completed in September 1987. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 57.5%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitioners in the sample is 75.3%, specialists, 24.7%.

The weights were computed as follows:

General Practitioner	.85/.753 = 1.128818
Specialists	.15/.247 = 0.607287

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or independent dentists). The weights were also used when percentages of dentists in various categories were computed. The totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1986.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and other office personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and shareholders in an incorporated practice.

Mean: This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

Mean Per Year: This represents the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

Patient No-Shows: The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated is equal to or less than the number of appointments scheduled.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits treated.

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

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1987 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1986? Please circle **one** response for **EACH** column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice/retired	09	09
k. Occupation unrelated to dentistry	10	10
l. **NO SECONDARY OCCUPATION**	—	11

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1986 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1986 please **RETURN THE QUESTIONNAIRE.** Thank you.

INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1986), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

Yes 1
No 2

	Primary Practice	Secondary Practice
3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1986?	19 ____	19 ____

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ____		

5. Which **ONE** of the following **BEST** describes your employment status in the practice(s) during 1986?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ____		

	Primary Practice	Secondary Practice
6. What was the zip code of your practice(s) during 1986?	____	____
	zip code	

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1986?

	Primary Practice	Secondary Practice
The average number of:		
a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only)	_____	_____
	appointments per week	
b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.)	_____	_____
	visits per week	
c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.)	_____	_____
	visits per week	
d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only	_____	_____
	visits per week	

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1986.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	_____	_____
	weeks	
b. Total number of **HOURS PER WEEK** spent in the practice	_____	_____
	hours per week	
c. Number of hours per week spent **TREATING PATIENTS** in the practice	_____	_____
	hours per week	

9. What was **YOUR** 1986 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice	$ _____ .00
b. Your secondary practice (if applicable)	$ _____ .00
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)	$ _____ .00

If you were in private practice as a **PRIMARY OCCUPATION** during 1986, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1986, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF,** please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1986. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders)	_____
b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero	_____

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1986. (If none, enter zero.)

	Number of Employee Positions	
	full-time	part-time
a. Dental hygienist(s)	_____	_____
b. Chairside assistant(s)	_____	_____
c. Secretary/receptionist(s)*	_____	_____
d. Dental laboratory technician(s)	_____	_____
e. Bookkeeper, business personnel	_____	_____
f. Other, please specify _____	_____	_____

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

12. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1986: If the practice did not employ someone in these positions, please check the appropriate box in the first column.

DENTAL HYGIENIST (S):	Not applicable (Please check boxes)	1986 ANNUAL Salary/ Commission (in dollars)	Weeks Worked in 1986	Hours Worked per Week	Length of Experience PRIOR to Employment in this Practice		Length of Employment in this Practice	
Position #1	☐	$ _____ per year	_____ weeks	_____ hours	_____ years	_____ months	_____ years	_____ months
Position #2	☐	$ _____ per year	_____ weeks	_____ hours	_____ years	_____ months	_____ years	_____ months
Position #3	☐	$ _____ per year	_____ weeks	_____ hours	_____ years	_____ months	_____ years	_____ months

13. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1986:

The average number of:	Dental Hygienist(s)
a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment	_____ appointments per week
b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s)	_____ visits per week

14. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1986:

The average number of:	Entire Practice
a. **APPOINTMENTS SCHEDULED** per week **(EXCLUDING** those with hygienist appointments only)	_____ appointments per week
b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero	_____ visits per week
c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero	_____ visits per week
d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated **(EXCLUDING** those with hygienist appointments only)	_____ visits per week

15. Approximately what percentage of the patients who visited the primary practice in 1986:

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger	_____ %
15 to 64 years of age	_____ %
65 years of age or older	_____ %
	TOTAL 100 %
b. were members of families whose annual income is estimated to be:	
under $10,000	_____ %
$10,000 to 29,999	_____ %
$30,000 or more	_____ %
	TOTAL 100 %
c. were:	
covered by a private insurance program that pays or partially pays for their dental care	_____ %
covered by a public assistance program that pays or partially pays for their dental care	_____ %
not covered by an insurance program	_____ %
	TOTAL 100 %
d. were members of a racial minority	_____ %

16. During the entire year of 1986 indicate the **TOTAL** number of **DIFFERENT PATIENTS** treated by the **PRIMARY PRACTICE** _____ different patients

17. For the **ENTIRE PRIMARY PRACTICE** during 1986 how long did an average patient of record and average new patient have to **WAIT:**

	Entire Practice Waiting Time	
	patient of record	new patient
a. for the **INITIAL APPOINTMENT** of a series (excluding emergency cases)	_____ days	_____ days
b. to see a dentist **AFTER** the patient arrived for a **SCHEDULED** APPOINTMENT	_____ minutes	_____ minutes

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1986 **(annual billing)**? $ _____ 00

19. What percentage of the 1986 **GROSS RECEIPTS** were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment	_____ %
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)	_____ %
c. as direct payment from private insurance carriers	_____ %
d. from other sources of payment (Please specify) _____	_____ %
	TOTAL 100 %

20. During 1986, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes 1
No 2

If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1986? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$ _____ 00
b. Yearly mortgage (including interest)	$ _____ 00
c. Total salaries, wages and commissions of non-dentists employees	$ _____ 00
d. Commercial dental laboratory charges	$ _____ 00
e. Dental supplies	$ _____ 00
f. Advertising expenses	$ _____ 00
g. Bad debts	$ _____ 00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1986? $ _____ 00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.